

APPROVED EXPERIENCE:

Definition of increasingly responsible sales management experience

Experience:

“Two years of experience acquired in one or a combination of the following types of increasingly responsible sales management experience performing”

- 1. “Establishing, developing and maintaining major new customer accounts”- Types of duties include but are not limited to:**
 - Recommend products to customers, based on customers' needs and interests.
 - Estimate or quote prices, credit or contract terms, warranties, and delivery dates.
 - Consult with clients after sales or contract/agreement signings to resolve problems and to provide ongoing support.
 - Provide customers with product samples and catalogs.
 - Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- 2. “Developing marketing plans, strategies and promotions and making sales presentations to clients”- Types of duties include but are not limited to:**
 - Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.
 - Answer customers' questions about products, prices, availability, product uses, and credit terms.
 - Prepare drawings, estimates, and bids that meet specific customer needs.
 - Monitor market conditions, product innovations, and competitors' products, prices, and sales.
 - Perform administrative duties, such as preparing sales budgets and reports, keeping sales records, and filing expense account reports.
- 3. “Sales management with emphasis on wholesale or distribution sales”- Types of duties include but are not limited to:**
 - Resolve customer complaints regarding sales and service.
 - Determine price schedules and discount rates.
 - Review operational records and reports to project sales and determine profitability.
 - Monitor customer preferences to determine focus of sales efforts.
 - Prepare budgets and approve budget expenditures.
 - Confer or consult with department heads to plan advertising services and to secure information on equipment and customer specifications.
 - Direct and coordinate activities involving sales of manufactured products and service.
 - Confer with potential customers regarding equipment needs and advise customers on types of equipment to purchase.